

# Innovation begins here



We are an inclusive, highly collaborative company whose people support and drive our competitive advantage. Diversity and individuality are welcomed and celebrated, and we are looking for like-minded, passionate, focused people to join us. We know that people are our biggest and most important asset so we have worked hard to create a culture where you can come to work, be yourself and be successful. If you would like to be in part of a team that cares about developing business and improving customer experiences, then we would love to hear from you.

## Role: Regional Sales Manager Ultrasound

Healthcare Europe is looking for a Regional Sales Manager Ultrasound to Engage with existing and new customers presenting the company's product portfolio and its services in order to successfully sell it to ensure budget goal is achieved.

## Reporting line:

This position reports to the Sales Country Leader, UK

## Key stakeholders & business partners:

- Sales Country Leader
- US Sales Team
- US Service Team
- Back Office Team

## Responsibilities:

- *Target Achievement: Establish a business plan in order to achieve individual target as set each fiscal year. Achieve monthly goals – regularly review results to ensure appropriate measures are put in place to realise targets and close gap as needed.*
- *Sales Activities: Update customer information and opportunities into Salesforce in order to increase efficiency and contribute to an accurate sales forecast for the business. Ensure quotations and tenders are provided to customers on time to maximise sales prospects according to HCE and local guidelines and policies. Alongside our Applications Specialists provide product demonstrations aligned with the strategic goals of our company. Provide*

*feedback on demos and quotations in order to track project status to Sales Country Leader.*

- *Sales Management: Implement a sales approach based on the strategic direction of the company in order to achieve target. Engage with existing and new customers presenting them with a business solution aligned to HCE's product portfolio and its services. Make use of customer financing options in order to enlarge targeted customer base and to mitigate the credit risk.*
- *Marketing Support: Implement a product related strategy to contribute to HCE's business targets. Initiate and attend seminars and workshops for potential and existing customers. Support European and global marketing campaigns.*
- *Reporting: Give regular feedback on market, products, product quality and other relevant information (eg pricing) to ensure requirements are included in future product development processes.*
- *Compliance: Adhere to FUJIFILM's and COCIR codes as well as a focus on compliant collaborations with Healthcare professionals (HCP).*
- *Quality Management: Ensure execution of HCE and country specific business processes in line with internal expectations as well as ISO 9001 and ISO 13485 regulations.*

## Required Skills and Experiences:

- *Bachelor or Master in engineering, electronics, natural science or economy, healthcare or vocational school in applied IT science, or in healthcare related profession (nurse, radiology assistant)*
- *At least 3 years of experience as regional sales manager in global healthcare company, in capital equipment with high explanation need.*
- *excellent PC and networking skills, and sound knowledge of MS Office; SAP skills are an asset*

- *Strong service mentality and customer orientation*
- *Excellent communication skills, intercultural competence, and personal initiative*
- *methodical problem-solving skills and a process-oriented work attitude*
- *Attention to detail.*
- *Able to set up priorities.*
- *Able to multitask.*
- *Hands-on*
- *Responsible*

We are an equal opportunity employer and welcome all applicants for employment without attention to race, colour, religion, sex, sexual orientation, gender identity, national origin, or disability status. At FUJIFILM Healthcare Europe we are proud of our culture which favours diverse thinking, encourages collaboration, and insists on respect and integrity. We aspire to create an energetic, dedicated, and enjoyable work environment for all and hope you will consider joining us!

**Did we spark your interest?**

Email us at [hr.careers\\_hce@fujifilm.com](mailto:hr.careers_hce@fujifilm.com)